



# **U.S. Army Tank-automotive & Armaments Command**



## **Acquisition Center Overview**

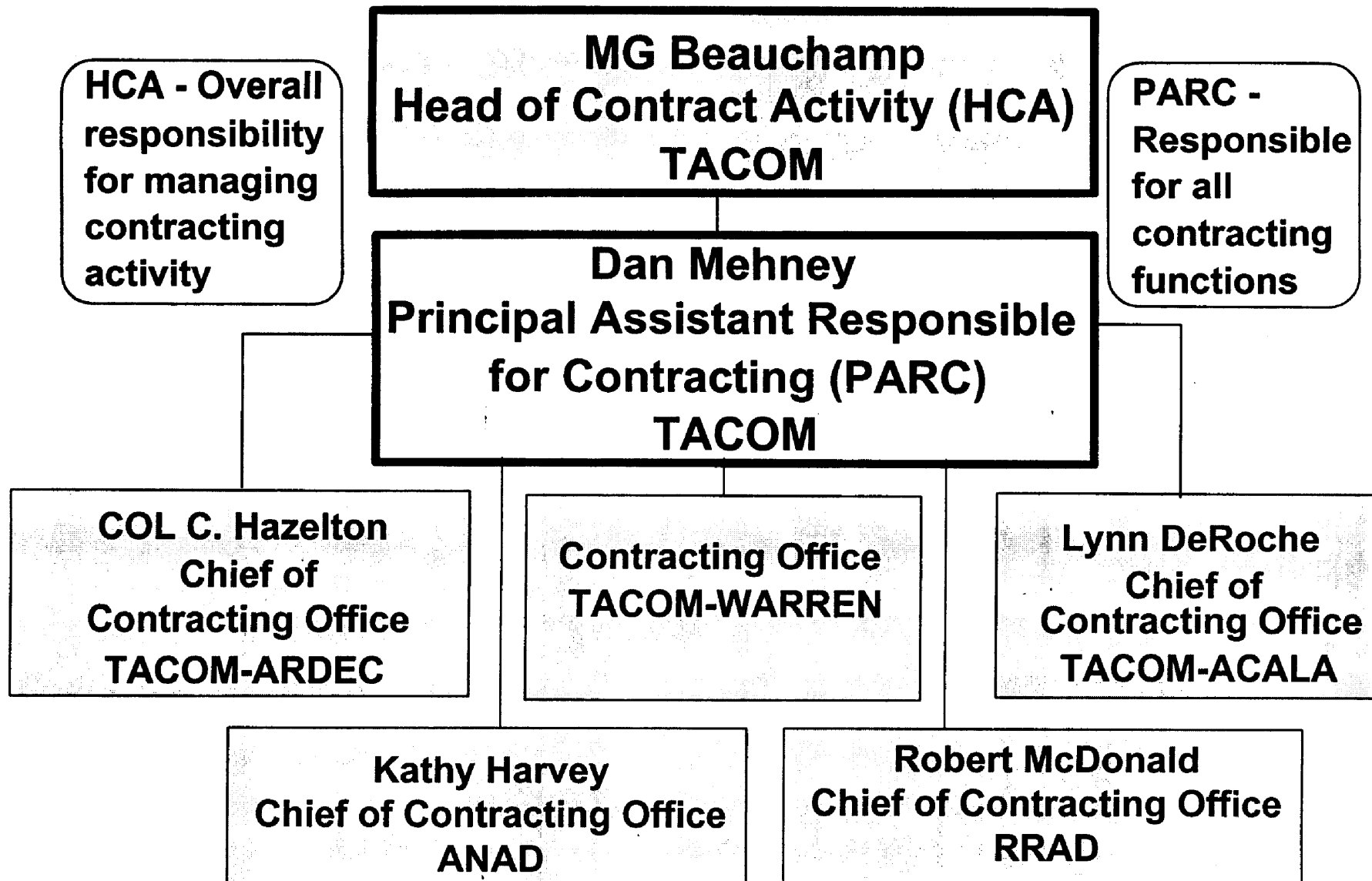
**NDIA Tactical Wheeled Vehicle Conference**

**1-2 February 1999**

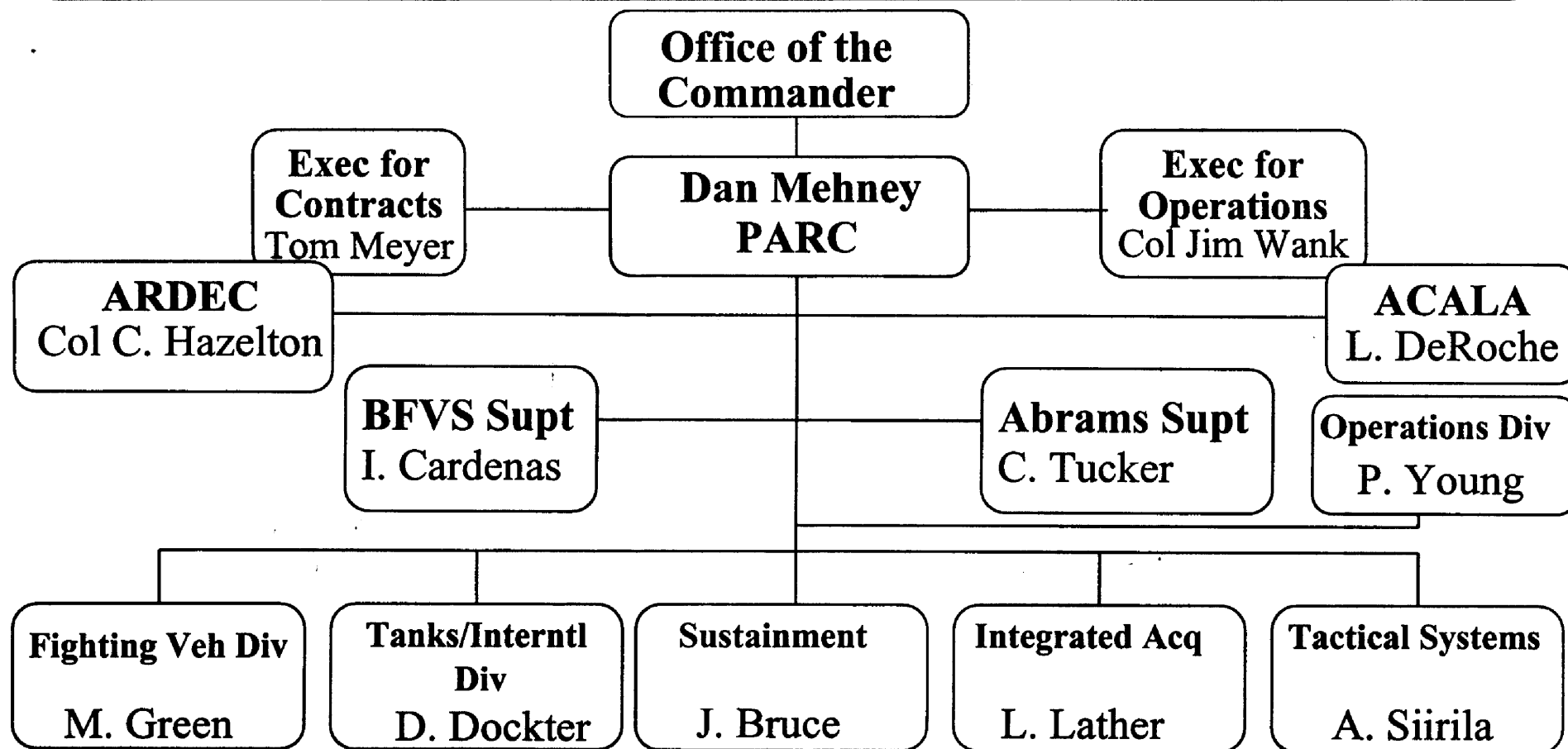
**Daniel G. Mehney**

**Director, Acquisition Center**

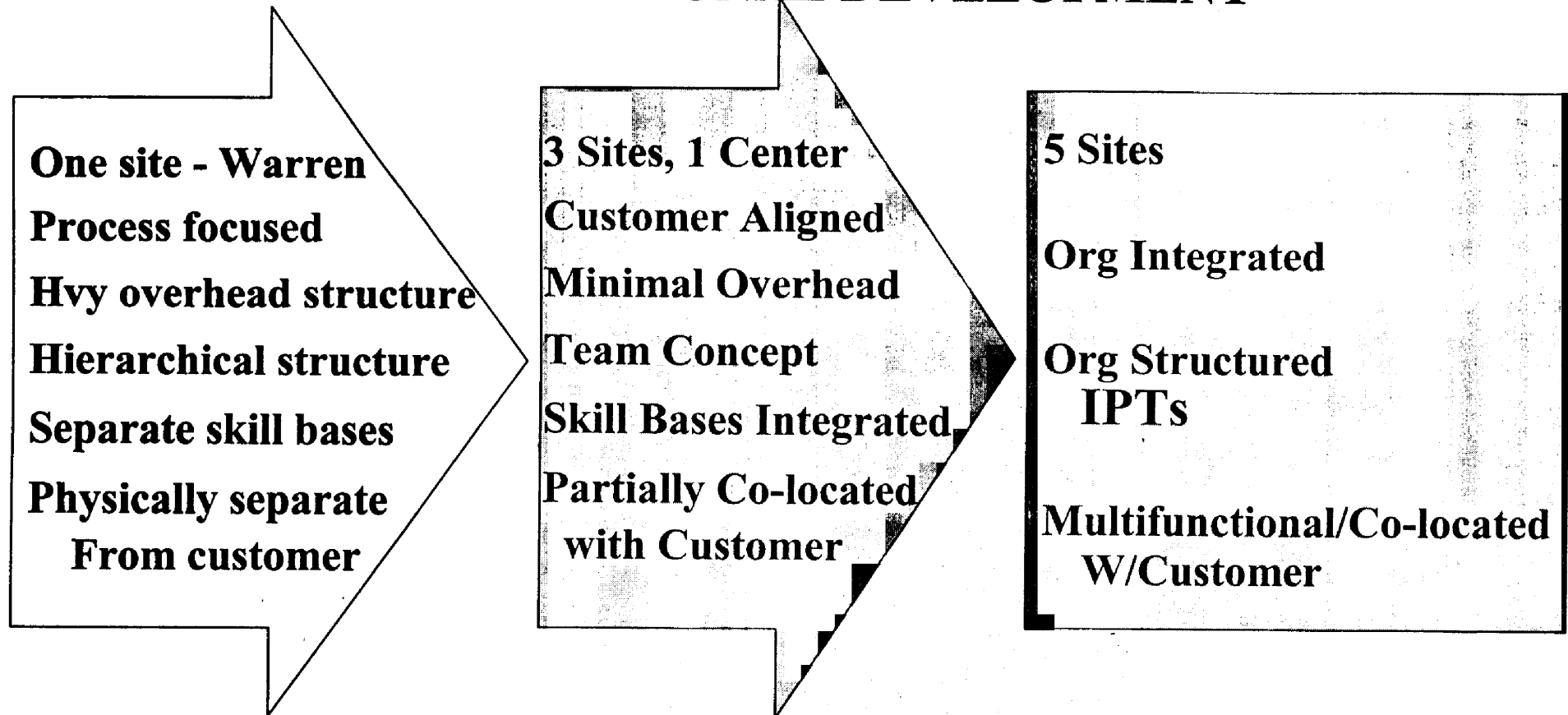
# **U.S. Army Tank-automotive & Armaments COMmand TACOM**



# ACQUISITION CENTER ORGANIZATION



# ACQUISITION CENTER ORGANIZATIONAL DEVELOPMENT



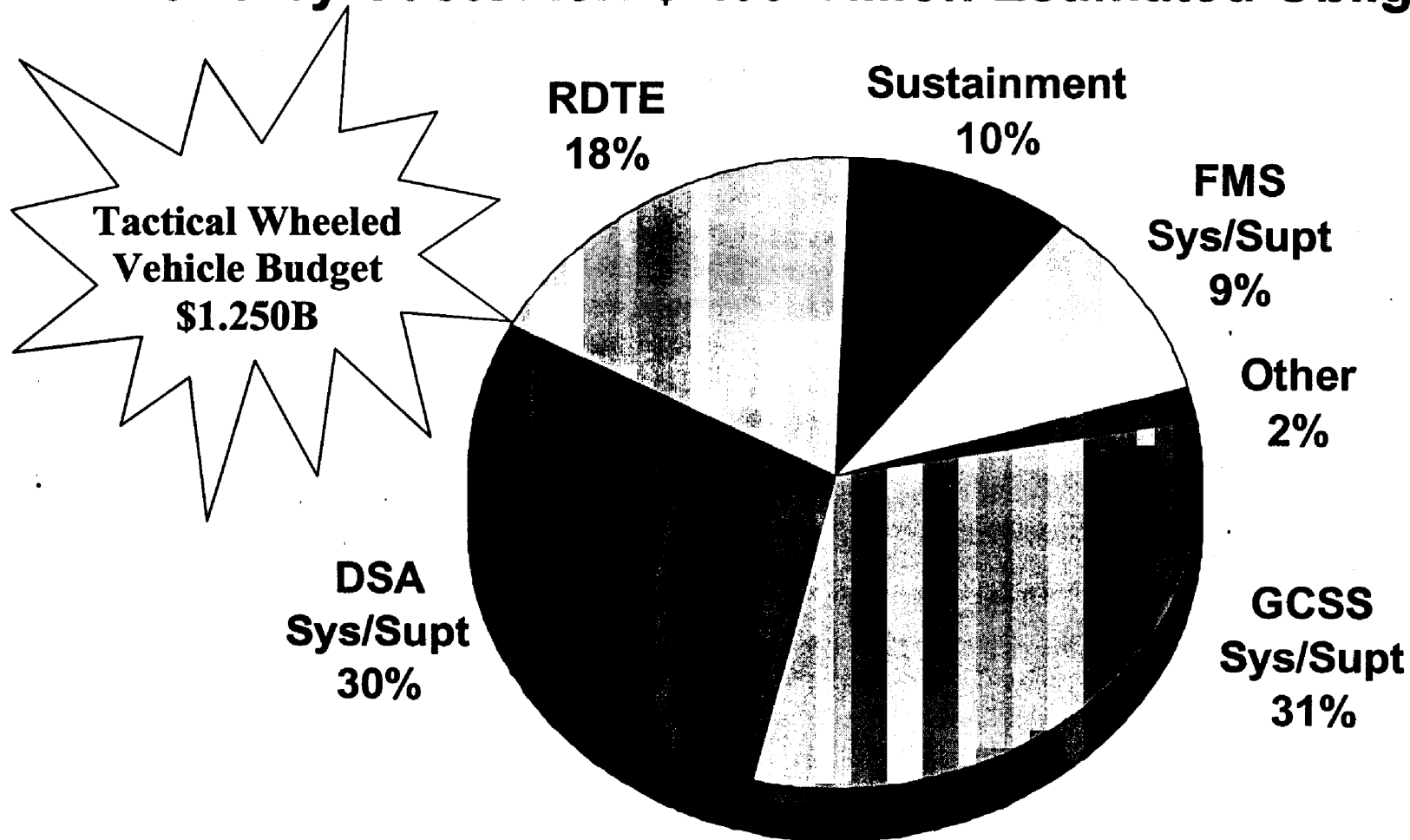
**FY92**

**FY98**

**FY99 (in process)**

# TACOM TOTAL FY99 OBLIGATION PROJECTIONS

**Fund by Customer: \$4.59 Billion Estimated Obligation**





# **U.S. Army Tank-automotive & Armaments Command**



## **Reform & Streamlining Perspective**

**NDIA Tactical Wheeled Vehicle Conference**

**1-2 February 1999**

**Daniel G. Mehney  
Director, Acquisition Center**

# **Where We Were!**

**(FY92)**

## **Government/Industry Relationships**

**“Arms-length” Often Adversarial  
Limited Industry Input  
Functionally Segregated; Consecutive Processing**

## **Requirements Reform**

**Design Specifications  
Government Configuration Control  
Extensive, Redundant Testing  
Unique Processes and Products  
Commercial Items The Exception**

## **Process Reform**

**Rule Based Process  
Paper Process, Drawings & Aperture Cards  
Limited Imprest Fund Authority (<\$50)  
Low Bid Preferred Approach  
Large Inventories**

# Where We Are!

## **Government/Industry Relationships**

**Partnering  
Integrated Product Teams  
Concurrency in Procurement  
(ALPHA Contracting)  
Alternative Dispute Resolution**

## **Requirements Reform**

**Performance Based Requirements  
Contractor Configuration Control  
Simulation in Lieu of Hard Testing  
Single Process Initiative  
Commercial Products & Processes**

## **Process Reform**

**Business Based Process  
Electronics/WWW/EDI  
Credit Cards  
Long Term Contracts  
Past Performance Evaluation  
Best Value  
Direct Vendor Delivery**



# Where We're Going!

## **Government/Industry Relationships**

**Qualified Supplier List  
Leveraged Business with DCMC/  
DLA & Industry  
Prime Vendor  
Longer Term, Fewer Contracts  
Focus on Small Business Participation  
Corporate Contracts**

## **Requirements Reform**

**Shorter Cycle Times  
Logistics Reform & Privatization  
Modernization Thru Spares  
Commercial Products  
Focus On Reducing Cost of  
Ownership/Life Cycle Cost**

## **Process Reform**

**Commercial Based Process  
Electronic Contracting & Ordering  
Electronic Shopping Malls/Virtual  
Contracting Web Site  
Expand Credit Card Use  
More Integrated Product Teams  
Automated Best Value  
Buy Response, Not Inventory**

# **Current Acquisition Examples**

## **Vibratory Roller**

- **Upfront communications**
  - ▶ **Draft spec released for industry comment**
  - ▶ **Pre-proposal conference held**
  - ▶ **RFP posted on the Web**
- **Streamlined evaluation criteria**
- **Used oral proposals for some areas**
- **Performance spec**
- **Negotiating manual supplementation after award using Alpha**
- **User to decide how much supplementation based on cost (CAIV)**
- **Testing only military unique requirements; relying on commercial market acceptability for most requirements**

# **Current Acquisition Examples**

## **MTVR**

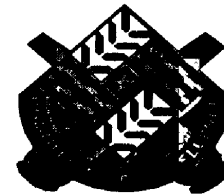
- **Performance Spec - only 11 MIL-SPECS or MIL-STDS**
- **Shared design/perf simulation capabilities w/contractors**
- **Used modeling/simulation to eval tech areas not tested**
- **Both draft and final Phase II RFP posted to web site**
- **Oral presentations used for portions of Phase II proposal**
- **Electronic data deliverables**
- **Partnering agreement anticipated**

## **Potential/Pending/Recent Regulatory/ Statutory Changes**

- **Price based acquisition - DOD study group formed**
- **Price reasonableness - FY99 Authorization Act requires supporting data from industry**
- **Corporate Restructuring - Proposed rule published to capture savings**
- **Non-conforming mat'l/conditional acceptance - Proposed FAR rule requires PCO to withhold funds**
- **Depot maintenance competition - FY99 Appropriations Act requires comparable cost basis; excludes A-76 requirements**
- **FMS Procedure Reform - ongoing DOD process action team**



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## **Industrial Base**

**NDIA Tactical Wheeled Vehicle Conference**

**1-2 February 1999**

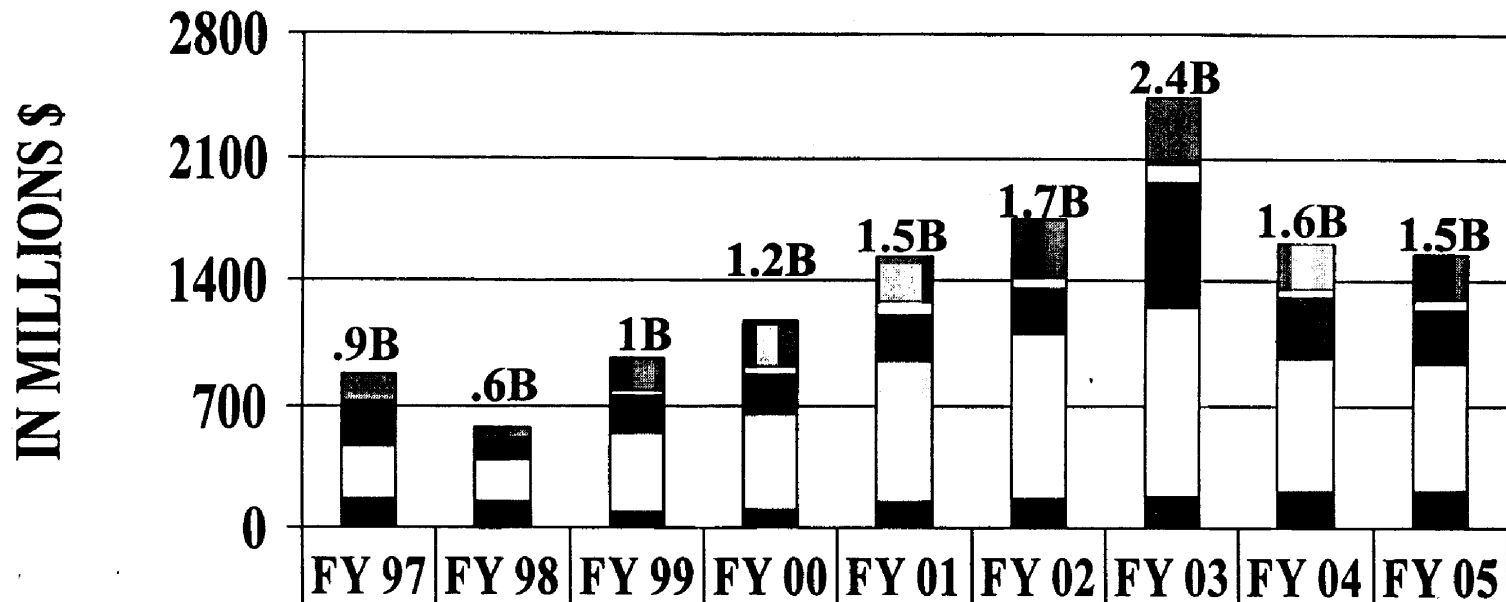
**Daniel G. Mehney  
Director, Acquisition Center**

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# TACTICAL WHEELED VEHICLES

## REQUIREMENTS \$\$\$



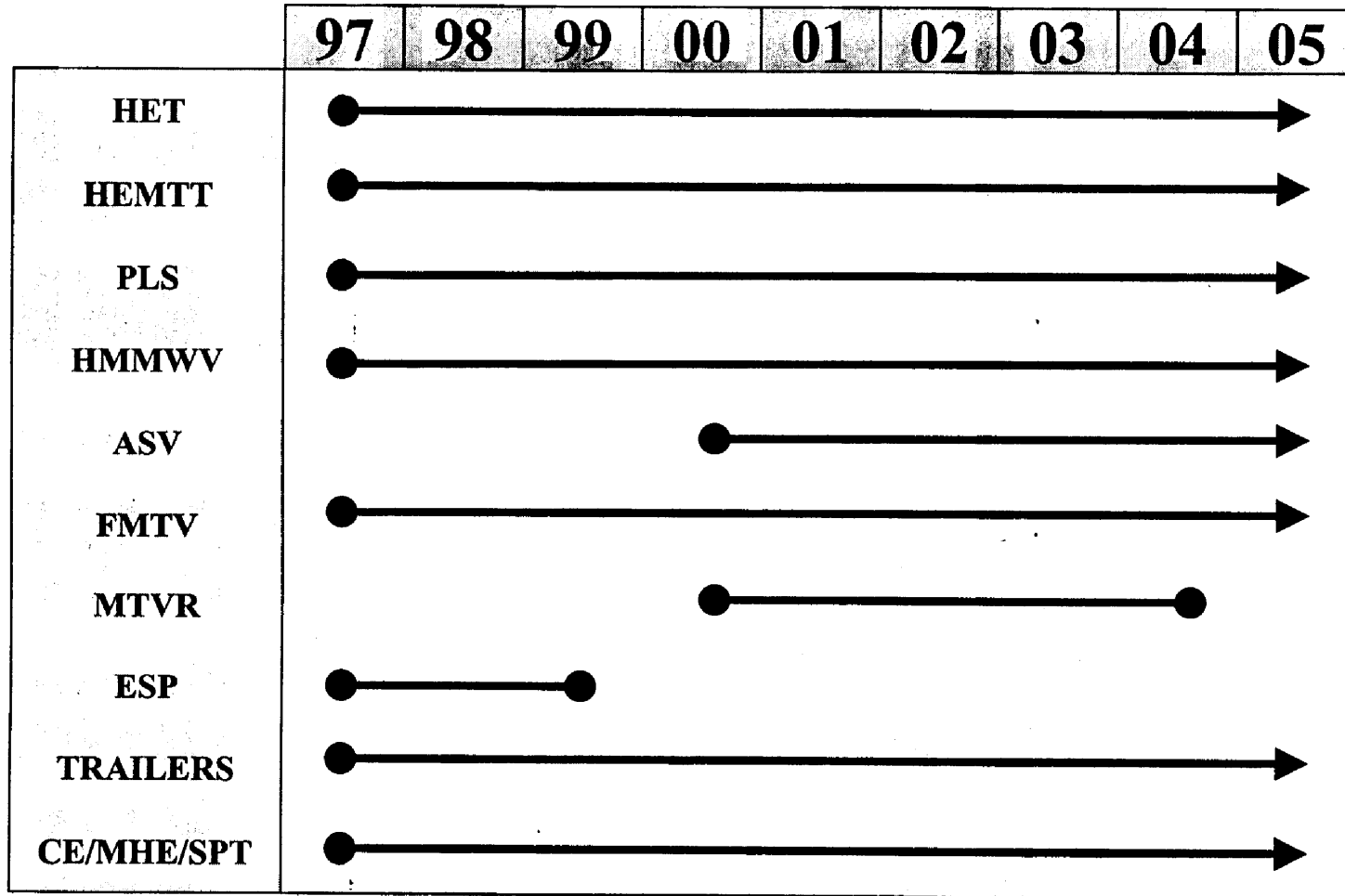
	FY 97	FY 98	FY 99	FY 00	FY 01	FY 02	FY 03	FY 04	FY 05
■ CE/MHE/SPT	144	54	187	254	253	324	372	255	260
□ TRAILERS	10	10	25	45	75	69	111	50	53
■ HEAVY	256	119	203	219	252	246	699	341	302
□ MEDIUM	300	236	455	543	800	943	1072	752	726
■ LIGHT	164	151	93	106	148	162	183	212	214

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# TACTICAL WHEELED VEHICLES

## PRODUCTION PROFILE

Fiscal Years



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# **TACTICAL WHEELED VEHICLES**

## **FUTURE INDUSTRIAL BASE ASSESSMENT**

➤ **Tactical Wheeled Vehicle Industrial Base Assessment now in process - Target Completion 30 Sep 99**

- **Essential that industry contributes to the assessment**
- **Study limited to new vehicle production impacts on industry regarding engineering support and STS requirements**
- **Identify parts that will no longer be manufactured so that appropriate resolution can be immediately initiated**
- **Determine industry impacts on Force XXI and Army After Next requirements in order to maintain and sustain an effective Tactical Wheeled Vehicle industrial base**